

Message Text

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PAGE 01 VALLET 00347 281613Z
ACTION EUR-12

INFO OCT-01 ISO-00 OPIC-03 AID-05 EB-08 /029 W
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R 281535Z MAR 77
FM AMEMBASSY VALLETTA
TO SECSTATE WASHDC 7296

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E.O. 11652: N/A
TAGS: EINV, PFOR, MT, US
SUBJECT: GOM CONTACT WITH STANFORD RESEARCH INSTITUTE

REF: A) VALLETTA 276, B) STATE 063010,

1. EMBASSY HAS ADVISED GOM OF DEPARTMENT'S RESPONSE CONTAINED REFTEL (B). HOWEVER, WE REMAIN UNCLEAR AS TO SRI'S FINAL ATTITUDE TOWARD CONDUCTING AN ADDITIONAL STUDY FOR GOM AND WOULD, THEREFORE, APPRECIATE FURTHER CLARIFICATION IN RESPONSE TO THE FOLLOWING QUESTIONS.
2. SRI HAS ADVISED THAT IT MIGHT BE INTERESTED IN FURTHER WORK FOR GOM ON ITS "NORMAL CONTRACT BASIS", BUT NOT WITH PAYMENT "CONTINGENT UPON EVENTUAL RESULTS." EXACTLY WHAT SERVICES CAN SRI PROVIDE THE GOM, AND WHAT WOULD BE THE COST TO THE GOM FOR THEM?
3. WOULD SRI BE ABLE TO SELECT AND RECOMMEND A CONSULTING FIRM TO THE GOM TO DO THE FOLLOW-UP WORK AFTER THE SRI STUDY IS COMPLETED? WOULD IT BE POSSIBLE FOR THE FEE FOR SUCH FOLLOW-UP WORK TO BE DETERMINED BY THE RESULTS ACHIEVED, AS ORIGINALLY PROPOSED BY GOM?
4. OPIC SUGGESTED THE USE OF FOREIGN BANKS WHERE GOM HAS CREDITS AS AN INVESTMENT CONSULTANT. CAN THE DEPARTMENT

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AND/OR OPIC PURSUE THIS SUGGESTION WITH SELECTED NEW YORK BANKS AND GIVE US SOME IDEA OF THE POSSIBILITIES AND COSTS?

5. EMBASSY ALSO WOULD APPRECIATE BEING INFORMED OF SERVICES AND COST, WHICH MIGHT BE PROVIDED THE GOM BY INTERNATIONAL EXECUTIVE SERVICE CORPS, AS INDICATED REFTEL.

6. COMMENT: EMBASSY HAS BEEN ADVISED THAT ONE OR TWO REPRESENTATIVES OF MALTA DEVELOPMENT CORPORATION ARE PLANNING A TRIP TO THE U.S. WITHIN THE NEXT MONTH OR SO TO PURSUE THE SUBJECT OF INVESTMENT IN MALTA. WE WOULD LIKE TO HAVE ANSWERS TO THE ABOVE QUESTIONS AS SOON AS POSSIBLE, SO THAT WE CAN DISCUSS THEM WITH THE MDC REPRESENTATIVES BEFORE THEY LEAVE FOR NEW YORK AND WASHINGTON. SINCE THIS WILL REPRESENT THE FIRST DIRECT EFFORT BY THE MALTESE THEMSELVES TO APPROACH THE PROBLEM OF ATTRACTING U.S. INVESTMENT, WE WOULD LIKE TO ASSIST IN EVERY WAY POSSIBLE TO MAKE THEIR VISIT A SUCCESS. LAINGEN

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Message Attributes

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